

Message Text

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PAGE 01 MONTRE 01917 112100Z

73

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TAGS: BGEN, CA

SUBJ: PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)

1. 122/04/P0023

2. 121174

3. E. TOLMAN

4. 122 CANADA

5. I A

6A. WRITE, CALL OR CABLE --

6B. MR. PETER VODSTRCIL, PRESIDENT

6C. MO-DENT LTD.

1440 CHOMEDEY STREET

MONTREAL, QUEBEC H3H 2A7, CANADA

7. TELEPHONE: (514) 935-8131

8. --

9. 102-112

9A. DIRECT SALE AND DISTRIBUTORSHIP.

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10. DESCRIPTION

3843041-0000. DENTURE BASE MATERIALS

3843051-0000. DENTAL LABORATORY EQUIPMENT

3843071-0000. WAXES, CEMENTS, GYPSUM, IMPRESSION MATERIALS,
OTHER CONSUMABLE SUPPLIES.

3843098-0000. OTHER DENTAL PRODUCTS.

MO-DENT LTD., ESTABLISHED IN 1948, IS AN IMPORTER AND DISTRIBUTOR OF DENTAL SUPPLIES TO DENTAL LABORATORIES IN THE PROVINCES OF QUEBEC AND ONTARIO. ANNUAL SALES ARE DOLS 700 THOUSAND, EMPLOYS EIGHT SALESMEN. ACCORDING TO MR. VODSTRCIL, PRESIDENT, LARGE U.S. DENTAL SUPPLY HOUSES TEND TO EXCLUDE SMALLER FIRMS, SUCH AS HIS OWN FROM SALES AGENT AND DISTRIBUTORSHIP ARRANGEMENTS. HIS FIRM WISHES TO EXPAND DIRECT PURCHASE OF ALL KINDS OF CONSUMABLE DENTAL SUPPLIES AND SEEKS (SEE 3843071) REPRESENTATION ARRANGEMENTS FOR SUCH DENTAL PRODUCTS AS DENTAL CERAMIC ACCESSORIES, PINS, ETC. THIS FIRM WOULD ALSO LIKE TO REPRESENT, AND MARKET DENTAL PRODUCTS NEWLY INTRODUCED IN U.S. DENTAL LABORATORIES. (THIS FIRM DOES NOT HANDLE DENTAL OFFICE EQUIPMENT SUCH AS X-RAY MACHINES, DENTAL CHAIRS, STERILIZATION CABINETS, ETC.)
HARPER

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